

Message Text

CONFIDENTIAL

PAGE 01 LONDON 07543 122115Z
ACTION EUR-12

INFO OCT-01 ISO-00 XMB-02 SP-02 ICA-11 AID-05 EB-08
NSC-05 SS-15 STR-07 OMB-01 CEA-01 CIAE-00 COME-00
FRB-03 INR-10 NSAE-00 OPIC-03 LAB-04 SIL-01 MCE-00
H-01 L-03 PM-05 DODE-00 /100 W
-----087004 122224Z /70

P R 121658Z MAY 78
FM AMEMBASSY LONDON
TO SECSTATE WASHDC PRIORITY 6083
TREASURY DEPT WASHDC PRIORITY
INFO AMEMBASSY BONN
AMEMBASSY PARIS

C O N F I D E N T I A L LONDON 07543

USEEC
USOECN ALSO FOR EMBASSY

PASS EXIM BANK FOR ALBRIGHT, SHAFFER; TREASURY PASS RYSS

E.O. 11652: XGDS-1
TAGS: EFIN, GW, EEC, OECD
SUBJECT: REFLECTIONS ON AIRCRAFT STANDSTILL BILATERALS

REFS: (A) LONDON 7379; (B) BRUSSELS 8747

1. EMBASSY OFFICER DISCUSSED AIRCRAFT FINANCING STAND-
STILL WITH A SENIOR ECGD OFFICIAL. THE OFFICIAL EXPRESSED
DISAPPOINTMENT WITH THE CANCELLATION OF THE US-UK BILATER-
AL DISCUSSION. ECGD HAD BEEN QUITE WILLING TO EXPLAIN
THE MOTIVATION, AND COURSE OF ACTION OF THE FINANCING
AND GUARANTEE SCHEME FOR THE PAN AM - ROLLS-ROYCE DEAL,
AND INDEED TO DISCUSS MORE GENERAL TECHNICAL PROBLEMS
OF OFFERING COVER ON AIRCRAFT FINANCE. HE COULD NOT SEE
A GREAT DEAL EMERGING FROM A LARGER GROUP MEETING.

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2. THE OFFICIAL ASSUMED THAT THE GERMANS WERE SENSITIVE
ABOUT FUTURE AIRBUS TRANSACTIONS.(HE THOUGHT THAT AIR-
CRAFT FINANCE WOULD POSE DIFFICULT PROBLEMS IN THE FUTURE
AS GOVERNMENTS HAD A STRONG INTEREST IN THE FIELD EVEN
THOUGH MARKET EXPANSION COULD BE EXPECTED ON THE CREST
OF A REPLACEMENT CYCLE.) GEHRING WAS REPORTEDLY QUITE
MIFFED WHEN THE ECGD INITIALLY RESPONDED TO HIS SUGGEST-

ED CONSOLIDATED MEETING BY SAYING THAT THEY WERE QUITE SATISFIED WITH THE SCHEDULED BILATERALS. SOURCE THOUGHT THAT THE GERMANS WERE PROBABLY WORRIED THAT THE U.S. WOULD SPLIT THE EUROPEANS IN THE BILATERALS AND TRY TO IMPOSE ITS OWN SOLUTION. THE U.K. HAD NOT BEEN PARTICULARLY WORRIED ABOUT SUCH AN EVENTUALITY, HAVING MADE IT QUITE CLEAR THAT A BRITISH POSITION COULD NOT IN ANY EVENT COME OUT OF THE MEETING.

3. COMMENT: ECGD OFFICIAL'S VIEWS WERE EXPRESSED IN CONFIDENCE. PLEASE TREAT AS NOFORN.

BREWSTER

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NNN

Message Attributes

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